



SBA – HUBZone Program

In Leesburg

What is a HUBZone?

Historically Underutilized Business Zone (HUBZone) Empowerment Contracting Program enacted as part of the Small Business Reauthorization Act of 1997 and is administered by the US Small Business Administration.

It is designed to encourage economic development in historically underutilized business zones through the establishment of preferences in Federal contracting opportunities.

Eligibility for HUBZone Certification

- Must be a small business by SBA standards.
- Must be owned and controlled at least 51% by U.S. citizens, or a Community Development Corporation, or an agricultural cooperative or an Indian tribe.
- Businesses' principal office must be located within a HUBZone.

A principal office is the location where the greatest number of employees at any one location are performing work, with the exception of the construction and service industries.

- At least 35% of employees must reside in a HUBZone

What are the benefits of HUBZone certification

- Competitive advantage on winning federal contracts.
- 10% price evaluation preference in full and open contract competitions, as well as subcontracting opportunities.

* Note: the Federal Government has a goal of awarding 3% of all dollars for federal prime contracts to HUBZone-certified small business concerns.

Business Opportunities

IT

Construction

Services

Call Centers

Cleaning Services

Consulting

Data Entry

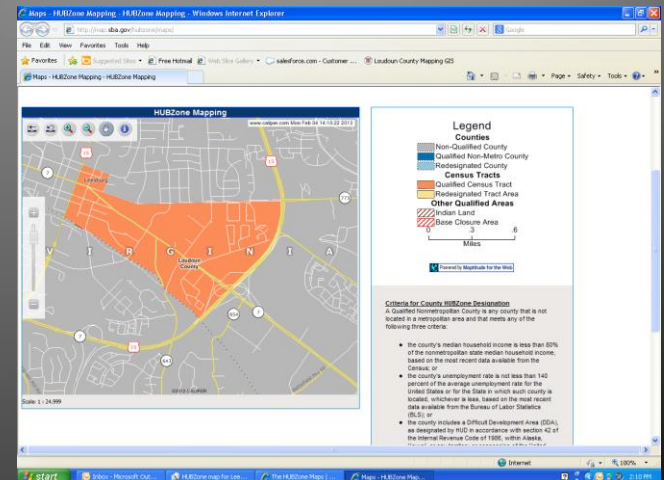
Jobs of all types



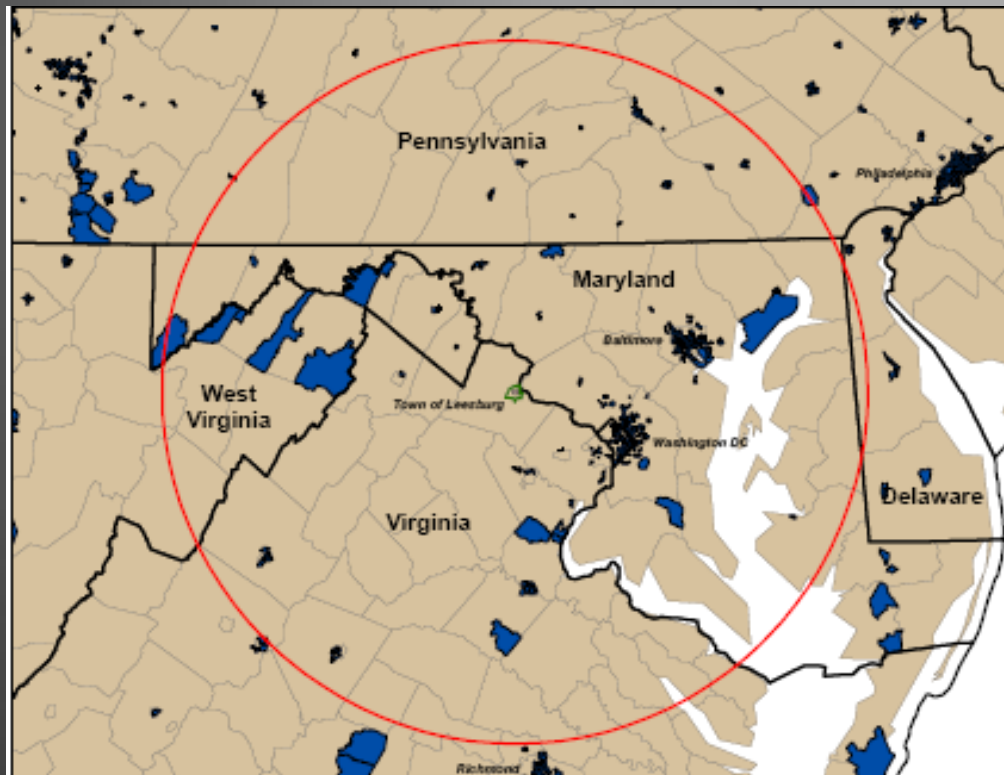
How Does a County Qualify as A HUBZone

- There are two ways for counties to qualify as a HUBZone. The first is as a Qualified Non-metropolitan County, defined as “any county that is not located in a metropolitan area and that meets any of the following three criteria:”
- The second way for a county to qualify as a HUBZone is by meeting the criteria for a “Qualified Census Tract”. A census tract may be located in a non-metropolitan county or a metropolitan area and have either:
 - A poverty rate of at least 25 percent; or 50 percent or more of its householders must have incomes below 60 percent of the area median household income.

HUBZone Map in Leesburg



Closest HUBZones to Leesburg



Federal Contract Awards to HUBZone Firms

Federal Contract Awards to HUBZone Firms Top 10 Agencies in Millions of U.S. Dollars (Percent of Total Expenditures)	
Defense	\$7,480 (2.58%)
Homeland Security	\$429 (2.96%)
Veterans Affairs	\$393 (2.24%)
Agriculture	\$297 (5.56%)
Interior	\$267 (9.39%)
Health & Human Svcs	\$178 (0.96%)
Gen Svcs Admin	\$155 (4.39%)
NASA	\$107 (0.77%)
Treasury	\$91 (4.11%)
State	\$89 (2.27%)
TOTAL - All Agencies	\$9,929 (2.35%)

Resources

www.sba.gov



Existing business

Next Steps

- Hold a HUBZone Community Workshop with community partners
- Develop a campaign for business recruitment and retention
- Youth Career Fair – March 16th